1:Haskins K-4,5 (1952-1954)1956 SO11 Bahia Brazilians SO11

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[191] their properties to the expanding usinas. This same process is taking place in most sugar areas of Brazil.

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455 The marketing of tobacco centers on one key figure--the agent. With the resources of the tobacco company he extends direct credit to the larger tobacco producers and indirect credit to the small producers via his buyer, who is generally a local shopkeeper. The company grants a specified sum of money to each agent at the beginning of the season, and he disburses this at his own discretion. Bad debts are charged against the company rather than the agent. Most of the tobacco crop is pledged to the buyers in advance, by meahs of a formal contract or an informal agreement which specifies the price, quantity, and quality of the leaf to be delivered. Most of these contracts are entered into in order to secure credit; there are few agriculturalists who could produce tobacco without first receiving credit. There is much opportunity for speculation within the framework of this marketing system. Those buyers who are shopkeepers have in stock the supplies which the cultivator needs. The shopkeeper delivers the goods needed by the cultivator and retains the money which has been advanced by the agent. Since most of the stock of the buyer--storekeeper--has been purchased on credit, he may accumulate a considerable sum in cash or bills of exchange. Speculation is an acknowledged feature of the marketing of tobacco in Bahia, and in many cases the buyer uses the credit advanced by the agent for speculation in the tobacco crop. He does this by extending credit against the tobacco crop of cultivators who are not included in the normal relationships with the agent. Sometimes these debtors are unable to liquidate their debt, and the buyer is caught short. In this event he can use his position as the agent's representative and as a local economic power to recoup, at least partially, by forcing the price upward or through the substitution of cheaper leaf

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249 in meeting his contract with the agent. The result of this and other
442 speculative practices is that the prices of tobacco tends to spiral upwards
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455 The crop is delivered to the buyer in small lots--10 to 15 kilo-
249 grams--which are assembled, graded, and baled. The bales are taken to
276 the warehouse of the agent where they are added to other bales to form
438 a large pile in which fermentation can take place. After fermentation
442 the bales are broken, and the leaf is re-sorted. With the better grades the sorting is done very carefully, and a large number of size and texture grades are separated. Intermediate grades are sorted less carefully, often by bundles rather than by individual leaves. The poorest grades are stripped without grading. After sorting or stripping, the leaf is again placed in bales and kept in the warehouse until transport can be arranged to deliver the tobacco to Salvador or to the cigar factories.

249 Most of the tobacco produced in the Recôncavo is exported. In the
433 years 1946 to 1950, inclusive, 166,676 tons of leaf tobacco were produced
439 in Bahia and 128,567 tons were exported, so that about 75 per cent of the total crop of the state was exported.[2] However, the exported leaf is made up of the choice tobaccos, that is "Mata Fina," which are largely grown in the Recôncavo. It may be concluded from this that at least four-fifths of the tobacco crop of the Recôncavo was exported during this years. Tobacco exported from the Recôncavo normally composes 70 per cent of all the tobacco exported from Brazil. In value, the tobacco exported from the Recôncavo was less than 1 per cent of the total exports of all products from Brazil.[3]

482 Transportation. The backs of men and of animals are the basic
492 transportation media in the Recôncavo: almost all goods begin and end
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